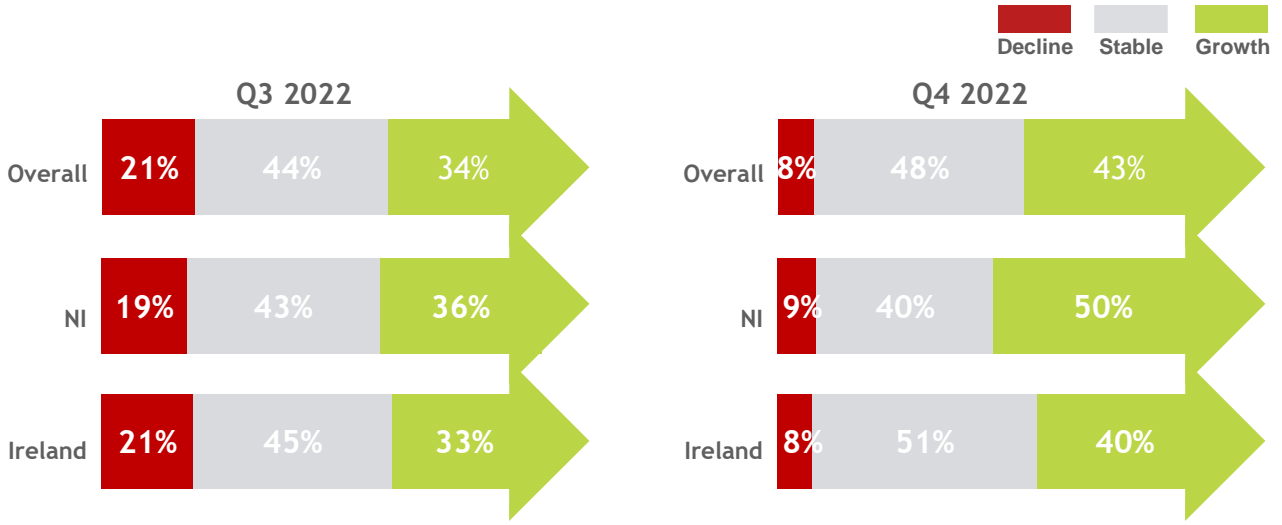


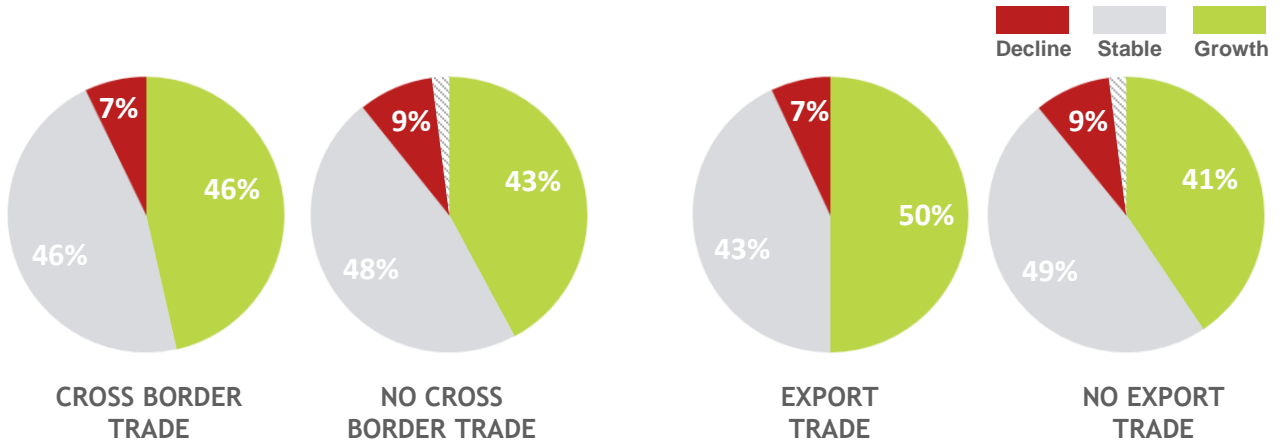


BUSINESS POSITION

// Businesses were asked about their business position

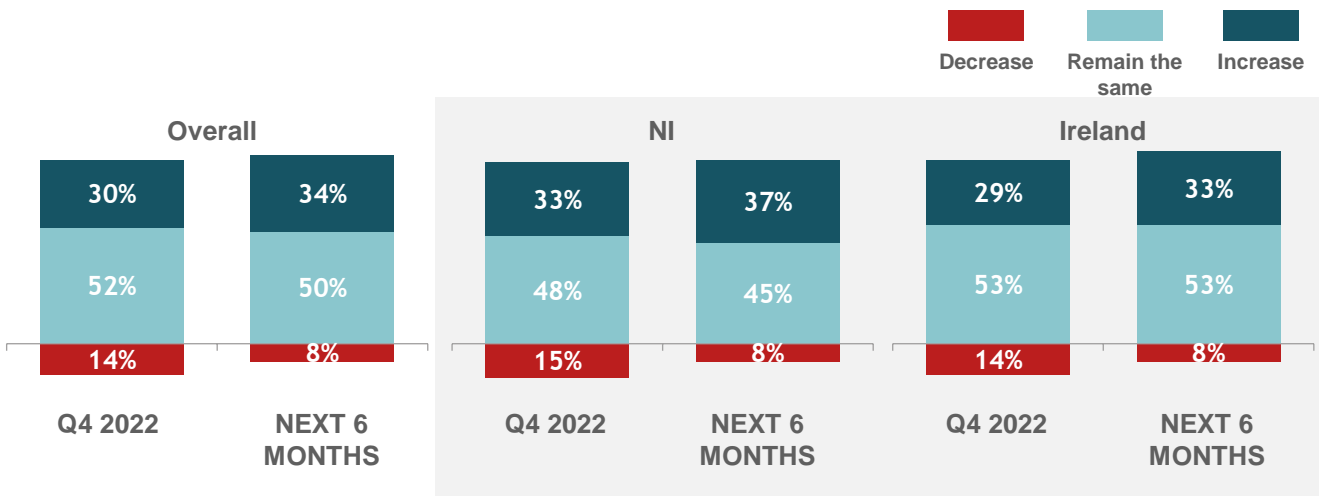


Businesses with export sales are experiencing the highest rate of expansion



SALES

// Businesses were asked about their sales compared to the previous quarter and expectations for the next six months

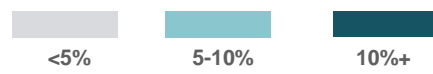
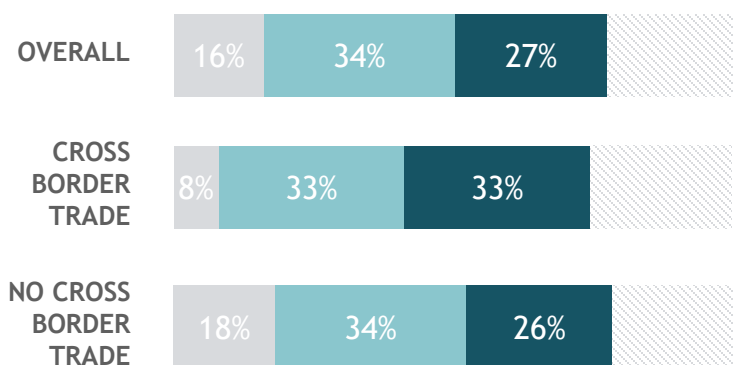




PROFITABILITY

// Businesses were asked about their profit margins

PROFIT MARGINS



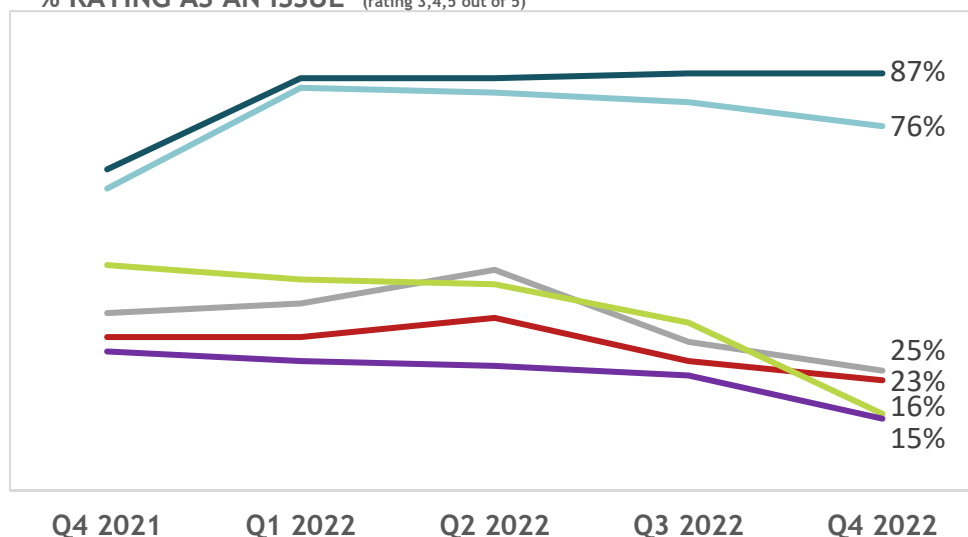
Cross-border traders continue to have higher profit margins than their non-exporting peers...



BUSINESS ISSUES

// Businesses were asked about their current business issues

% RATING AS AN ISSUE (rating 3,4,5 out of 5)



- Rising energy costs
- Rising costs of other overheads
- Difficulty recruiting appropriate skills for business
- Lack of appropriate skills in business
- Impact of Brexit



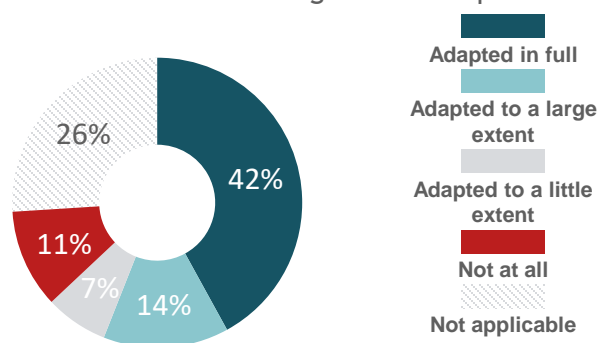
IMPACT OF BREXIT

// Businesses were asked about how they were adapting to Brexit

19% of businesses remain impacted by Brexit...



...with 56% now adapted to a large extent or in full to the new trading conditions post-Brexit



- Adapted in full
- Adapted to a large extent
- Adapted to a little extent
- Not at all
- Not applicable

InterTradeIreland is committed to supporting SMEs in dealing with the current challenges, with our expert teams on hand to provide businesses with the right supports, funding and advice to help unlock their export potential. By tapping into our range of supports and networks, we can boost the innovation power of your business through cross-border collaboration and help you to identify new market and funding opportunities. Visit www.intertradeireland.com today or call 028 3083 4100 (048 from Ireland)

A telephone survey of 764 business was conducted on an all island basis, with the aim to provide a deeper understanding of the needs, experiences and issues facing businesses. The survey was conducted between the 9th January 30th January 2023.